

6 *PRINCIPLES TO...* Negotiate ANYTHING



with
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6 *PRINCIPLES TO...* Negotiate **ANYTHING**

LEARNING OBJECTIVES

- Learn to ask for all the things you need
- Identify the right questions
- Listen effectively
- Appreciate the importance of patience
- Discover how to obtain more concessions
- Communicate that you are not desperate
- Develop a feeling of confidence

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WHAT IS NEGOTIATION?

*The process of **overcoming obstacles**
In order to **reach agreement.***

THE OBSTACLES ARE:

Your Position and My Position.

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NEGOTIATION CONSCIOUSNESS

- Be assertive
- Challenge everything

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ASSERTIVENESS TIPS

- Ask
- Eliminate negative self-talk
- Express your feelings
- Say NO

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SETTING TARGETS

- Maximum
 - What you hope to get
 - Bottom Line
-

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THE SIX CORE PRINCIPLES

1. Aim High

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THE SIX CORE PRINCIPLES

- 1.** Aim High
- 2.** Do Your Homework

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THE SIX CORE PRINCIPLES

- 1.** Aim High
- 2.** Do Your Homework
- 3.** Listen

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THE SIX CORE PRINCIPLES

- 1.** Aim High
- 2.** Do Your Homework
- 3.** Listen
- 4.** Be Patient

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THE SIX CORE PRINCIPLES

- 1.** Aim High
- 2.** Do Your Homework
- 3.** Listen
- 4.** Be Patient
- 5.** Always Get Something In Return

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THE SIX CORE PRINCIPLES

- 1.** Aim High
- 2.** Do Your Homework
- 3.** Listen
- 4.** Be Patient
- 5.** Always Get Something In Return
- 6.** Always Be Willing to Walk Away

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YOUR NEGOTIATION QUOTIENT

1. Aim High	5	4	3	2	1
2. Do Your Homework	5	4	3	2	1
3. Listen	5	4	3	2	1
4. Be Patient	5	4	3	2	1
5. Always get Something In Return	5	4	3	2	1
6. Always be Willing to Walk Away	5	4	3	2	1

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COMMITMENT TO ACTION

*How will **you implement**
the six principles?*

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QUICK REVIEW

- 1.** Aim High
- 2.** Do Your Homework
- 3.** Listen
- 4.** Be Patient
- 5.** Always Get Something In Return
- 6.** Always Be Willing to Walk Away